

## Sales Representative

FIALab is seeking a dynamic and results-driven Sales Representative to join our team, specializing in selling automated analytical solutions to pharmaceutical companies for monitoring cell-based experiments. The ideal candidate will be passionate about cutting-edge technology, possess excellent communication skills, and thrive on building strong relationships with key decision-makers in the pharmaceutical industry.

### Key Responsibilities

#### Sales and Business Development:

- Develop and execute sales strategies to achieve and exceed revenue targets within the pharmaceutical sector.
- Identify and qualify new business opportunities by understanding the unique needs and challenges of pharmaceutical companies involved in cell-based experiments.
- Build and maintain a robust sales pipeline through effective prospecting, lead generation, and networking.

#### Product Knowledge:

- Stay abreast of industry trends, advancements in automated solutions, and competitor offerings.
- Provide in-depth product demonstrations and presentations to showcase the value and benefits of our automated solutions in monitoring cell-based experiments.
- Collaborate with the technical support team to ensure a deep understanding of product features and functionalities.

#### Customer Relationship Management:

- Cultivate and maintain strong relationships with key stakeholders, including scientists, lab managers, and procurement professionals within pharmaceutical organizations.
- Understand customer requirements and tailor solutions to address their specific needs.
- Provide exceptional customer service, ensuring customer satisfaction and fostering long-term partnerships.

#### Travel:

- Embrace a willingness to travel extensively to meet with clients on-site, attend industry conferences, and participate in trade shows.
- Utilize effective time management to balance travel commitments and remote work responsibilities.

#### Communication Skills:

- Articulate complex technical concepts in a clear and compelling manner, adapting communication style to the audience.



*Fluidics Intelligently Automated*

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- Collaborate with the marketing team to create persuasive sales collateral and promotional materials.

### **Qualifications**

- Bachelor's degree in a relevant field (biology, chemistry, or related scientific discipline preferred).
- Proven track record of successful sales in the pharmaceutical or life sciences industry.
- Familiarity with cell-based experiments and laboratory automation is a significant advantage.
- Excellent interpersonal and communication skills, both written and verbal.
- Self-motivated with a strong ability to work independently and as part of a team.
- Willingness to travel extensively (up to 50% of the time).

### **Benefits**

- Competitive salary with performance-based incentives.
- Comprehensive health and dental benefits package.
- Opportunities for professional development and advancement within the company.
- Company-sponsored travel and training programs.

If you are an enthusiastic and driven individual with a passion for technology and a knack for building meaningful customer relationships, we invite you to apply for this exciting opportunity to contribute to the advancement of pharmaceutical research through innovative automation solutions. Join us in shaping the future of scientific discovery!

Please forward your response to [sales@flowinjection.com](mailto:sales@flowinjection.com) - Subject: SALES REP POSITION